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Your questions and comments
regarding this publication
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be directed to the attention of:

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HCS Cooperative Report

A Report To The Hospital Central Services Cooperative, Inc. Membership

Group Purchasing Highlights...

Introducing DHL

*Merger of Airborne Express and DHL
Providers Participants with New Options in Shipping*

HCSC/MAGNET, Inc. is pleased to announce exciting changes in its shipping program for members.

Airborne Express has merged with DHL to bring HCSC/MAGNET participating facilities a full suite of domestic and international shipping services, covering over 220 countries and territories around the globe.

Participating facilities can take advantage of the complete menu of DHL services, including:

- ♦ DHL Next Day 10:30 am,

12:00 pm and 3:00 pm

- ♦ DHL 2nd Day
- ♦ DHL Ground
- ♦ Worldwide Priority Express
- ♦ Import Express
- ♦ ... and much more!

Through HCSC/MAGNET's partnership with the new DHL, participating facilities are also eligible for special association member pricing. Facilities previously participating in MAGNET's Airborne program will be auto-

DHL continued on pg 3

Mamassist™ Offers 10% Discount On CAD Services

For the past year, Mamassist™ has been fighting breast cancer by offering MQSA locations the most sensitive CAD technology in the world. Mamassist™ was the first national provider of contract mammogram CAD screening services. Small hospitals and radiological clinics responded,

using Mamassist™ to care for more than 75,000 patients. But the threat of breast cancer lingers and Mamassist™ wants to do more. So through October 2004, Mamassist™ is discounting CAD services an additional 10%.

MAMASSIST continued on pg 3

Save The Date!

*The 24th annual HCSC Golf Outing
will take place on Monday, September 20, 2004,
at Brookside Country Club of Allentown,
Macungie, PA.*

Invitations were mailed in July 2004.

Laundry Highlights...

Department of Health Acknowledge Quality Of HCSC Linen Program

When the Pennsylvania Department of Health (DOH) visits a hospital, there are certain characteristics they want to see in the linen program, according to Susan Legros, assistant director for the DOH acute and ambulatory care division. According to state regulations, a hospital shall "establish and maintain an organized" linen service. In her experience, visiting hospitals all over Pennsylvania, Legros "never had a problem with an HCSC hospital."

Simply put, the clean linen should not be open to contamination from the time it is packaged until it is used for patient care, Legros said. It should not be left uncovered while in storage, or stored close to garbage or other potentially hazardous area, Legros said. Legros points to the way HCSC covers clean cards with plastic as a very effective way to keep it from becoming contaminated.

The DOH also requires all "soiled linen is segregated from clean linen at all times." HCSC trucks never transport clean and soiled linen at the

DOH continued on pg 3

Agreement with AAF International Extended through August 2005

AAF International is a leading manufacturer of air filter programs.

How is AAF different? AAF is the only nationwide manufacturer and marketer direct to end user, and all AAF salespeople are factory trained in filter program management and indoor air quality.

AAF is an ISO registered full-line manufacturer that is able to analyze the filter program in terms of indoor air quality, life-cycle costs and related expenses such as coil cleaning, in order to develop a package that will save money while protecting people and equipment. An industry leader, AAF pro-

vides uncompromised product and service quality.

Full Line Manufacturer. AAF provides:

Fiberglass and synthetic pads and rolls
Fiberglass and synthetic panels and links

PerfectPleat (MERV 7) pleated panel filters

AmAir 62Plus (MERV 8) and AmAir 1100 (MERV 11) high performance pleats

DriPak fiberglass and DriPak 2000 synthetic bags (UL class 1 or 2) (MERV 8 through MERV 13)

VariCel boxes, both 4" and 12" depth (MERV 11 through MERV 15)
HEPA and ULPA cells and hoods

Proven Phased Approach to Manage Your Air Filter Costs.

Phase 1: *Perform air filter survey and audit at each location; cross-reference our quality products.*

Phase 2: *Compile data; develop program management strategy based upon proven cost-saving methods.*

Phase 3: *Implement document cost-savings program; perform site seminars and training.* ♦♦

Users Say "Wow" To Enhancements Included In Latest Version of Tri-anim Web Site

Hundreds of rich features - including a new design - highlight the newest version of the e-Quick System (www.Tri-anim.com).

The most significant improvements include:

Real-time customer-specific pricing and availability. Know your price before placing an order, and whether the products are in stock.

Expanded search results. Locate everything you need to know about more than 50,000 products available from over 350 manufacturers. Find part numbers.. contract pricing.. product availability.. photographs.. literature.. peer

reviews.. latex content.. and more. All on one screen.

Browse online catalog via product categories. One of the most popular features of the site, browse the catalog by clicking on 125 product categories.

Unlimited approvals of electronic requisitions. Use e-Req™ to create electronic requisitions that may be approved by an unlimited number of users before purchase. This is a great feature for clinical departments who currently fax or send paper requisitions to buyers.

Zoom technology. Ever wanted to read the fine print on a product photograph? New zoom technology allows you to do so.

Expanded purchase history reports. Quickly create reports that allow you to see the products purchased from Tri-anim for up to 24 months, or to track the status of your orders.

Reference center. This is a virtual encyclopedia of information for the healthcare community regarding products, manufacturers and continuing education opportunities available through Tri-anim.

My account. Manage account and registration information in this new section that gives access to order templates, purchase history reports, account settings and electronic messages.

Gain immediate access to your personalized version of the site when you register at www.Tri-anim.com/registration. The process takes just a few moments. Registrations are user-specific, and you can access an unlimited number of Tri-anim account numbers with one user name/password. Non-registered users may browse the site, but will not have access to many features, including customer-specific pricing, purchase history reports and My Account. ♦♦

For more information on any of the Group Purchasing contracts highlighted in this newsletter, contact Denise Carr, Account Representative, at 800-444-4272 ext. 4279 or dcarr@hcsc.org !

DOH *continued from pg 1*

same time. They will deliver all clean before they pick up soiled, no matter how many stops are necessary. After the soiled linen is unloaded, all HCSC trucks are disinfected before the next clean linen order is loaded. When visiting the linen room, Legros emphasizes the clean linen inventory “shall be available to meet the daily and emergency needs of the hospital.” HCSC provides a linen inventory quota sheet that outlines for every hospital a guideline of how much linen inventory they should have by item each day to make inventory control easier while ensuring the hospital has adequate supply to meet DOH regulations.

Linen stored in the linen room should also be covered to avoid contamination from hospital ventilation systems, or other airborne risks. All linen inventory should not be closer than 18” from the ceiling, she added. HCSC can assist hospitals in layout out their linen room, and purchasing covers to protect their inventory.

Save The Date!

26th Annual Statewide Conference for Healthcare Resource & Materiel Professionals

**“Sailing Into the Future”
October 6-8, 2004
Penn States Conference
Center Hotel**

When visiting the nursing floors, Legros focuses on whether the linen is covered and protected there as well. “The clean linen has to be covered for the entire trip to the floor,” Legros stressed. In hospitals that utilize HCSC exchange carts, the linen carts are covered in the plant with plastics that should remain on the exchange cart until it reaches its destination on the floors. Durable polyester covers are available from HCSC, which are to be used on the cart while it is on the nursing floors.

The bottom of the linen cart is important as well, she said. Many hospitals using steel carts with open grid bottom shelves should have some type of protection against dirt that may be brought up by the cart’s wheels. HCSC exchange carts are packed with a liner on the bottom to avoid contamination from the floor.

In the patient rooms, Legros shakes her finger at any linen placed on chairs, windowsills, etc. “It is not acceptable to put linen around the patient room. That defeats the purpose of keeping it covered and clean,” she said. HCSC emphasizes keeping the patient rooms free of excess linen, not only because it makes sense to the DOH, it also is a key step in eliminating waste and reducing cost.

HCSC encourages all hospitals to visit our linen processing facilities on a regular basis for our own infection and quality control program. In addition, the DOH appreciates any hospital that takes the time to visit HCSC. “We encourage the person in charge of linen to make annual visits to HCSC,” she

said. It is a good idea to have the infection control nurses do a walk-through because it makes them more aware of how the linen is being processed, she added.

Legros likes the way HCSC provides detailed manuals explaining the linen services; and she sometimes asks the hospitals if they are keeping their manuals current. HCSC reviews and revises our infection control manuals on an annual basis to make sure we and our customers are on top of the latest trends.

Legros emphasizes many of the hospitals she visits are HCSC customers; and she adds that she always has a positive experience with respect to our linen program.

HCSC specializes in assisting hospitals to organize their linen services. Any hospital served by HCSC can avail themselves of our expertise in developing an efficient and state-of-the-art linen program by contacting their account representative or the Account Relations Department at the Corporate Office in Allentown (800-444-4272). ♦♦

MAMASSIST continued from pg 1

At Mamassist™, they’re charging less to promote breast cancer awareness more!

For more information, call 704-872-3265 or visit the Mamassist™ web site at www.mamassist.com. ♦♦

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atically transferred to the new DHL program in 2004. To find out more about your DHL benefits and set up your account, or if you have questions regarding your current account, contact the dedicated association hotline at 800-636-2377, 8:00am-7:00pm ET). ♦♦



HCSC's Dave Fox (right) presents the dividend check for Lehigh Valley Hospital (Allentown, PA) to Christopher Holmes, SDS Supervisor, and Steve Jagiela, Administrator, Materials Management.

Co-op Presents Dividend Checks



Receiving a dividend check for their Co-op membership was Saint Barnabas Health Care System (Livingston, NJ). Pictured (left to right) are Jim Costaldo, Corporate Director, Materials Management, SBHCS; HCSC's Mike Kirsch; Robert Carretta, Executive Vice President, SBHCS; and HCSC's Dave Balliet.



HCSC's Mike Milliron (left) presents Doug Kassab, Director, Clinical Support Services, with the dividend check for the University of Pittsburgh Medical Center (Pittsburgh, PA).



(Left to right) Gene Nestor, Director, Environment Services; and Philip Ryan, Vice President of Finance; display the dividend for Crozer-Keystone Health System (Upland, PA), as presented by HCSC's Bob Reifsnnyder.



(Left to right) HCSC's Bob Pauls; Steve Albanese, Vendor Relations Manager, AHS; HCSC's Tim Lacek; and Michael Zdanowski, Strategic Sourcing Analyst, ASH; display the dividend check for Atlantic Health System (Pompton Plains, NJ).

Thank you!

A special "thank you" to the following organizations, who have already committed their support for this year's HCSC Golf Outing, which will be held on September 20!

A.D. Computer, Center Valley, PA
Baltic Linen, Location
ChemTainer, West Babylon, NY
Chiron Corporation, Location
Concannon, Miller & Co., Allentown, PA
Creative Outlet, Morehead City, NJ
East Penn Business Forms, Allentown, PA
G.A. Braun, Bethlehem, PA
Geri-Care Products, Middlesex, NJ
Hill-Rom Co., Inc., Batesville, IN
Hospeco, Location
Lafayette Ambassador Bank, Lehigh Valley, PA
MedAssets HSCA, Jamison, PA

MedLine Industries, Wayne, PA
Milliken, Location
Office Depot, Blue Bell, PA
National Penn Bank, Lehigh Valley, PA
PAC Industries, Bensalem, PA
Parkway Printing, Allentown, PA
PenTeleData, Palmerton, PA
Philip Rosenau, Laflin, PA
Scott Chevrolet, Emmaus, PA
Terumo Corporation, Location
Tingue Brown, Saddlebrook, NJ
Wachovia, Lehigh Valley, PA

HCSC Cooperative, Inc. Membership

Pennsylvania
 Barnes-Kasson Hospital
 Brandywine Hospital
 Catholic Health Initiatives
 Chester County Hospital
 Community Medical Center
 Crozer-Keystone Health System
 Doylestown Hospital
 Easton Hospital
 Frick Hospital
 Geisinger Health System
 Gnadon Hueftlen Memorial Hospital
 Good Samaritan Hospital of Lebanon
 Good Samaritan Regional Medical Center
 Good Shepherd Rehabilitation Hospital
 Grand View Hospital
 Guthrie Healthcare System
 Hazleton General Hospital
 Hazleton-St. Joseph Medical Center
 Hershey Medical Center
 Jefferson Health System
 Lehigh Valley Hospital and Health Network
 LVH-Muhlenberg Hospital Center
 Lewistown Hospital
 Marian Community Hospital
 Mercy Hospital of Pittsburgh
 Moses Taylor Hospital
 North Penn Hospital
 Palmerton Hospital
 Pocono Medical Center
 Pottstown Memorial Medical Center
 Pottsville Hospital and Warne Clinic
 Reading Hospital and Medical Center
 Riddle Memorial Hospital
 Sacred Heart Hospital
 St. Luke's Hospital and Health System
 St. Luke's Miners Memorial Hospital
 St. Luke's Quakertown Hospital
 Temple University Health System
 Tyler Memorial Hospital
 University of Pennsylvania Health System
 University of Pittsburgh Health System
 Wayne Memorial Hospital
 Westmoreland Regional Hospital
 Wyoming Valley Health Care System

New Jersey
 Atlantic City Medical Center
 Atlantic Health System
 Hackettstown Community Hospital
 Holy Name Hospital
 Hospital Center at Orange
 Kessler Institute for Rehabilitation
 Newton Memorial Hospital
 Rahway Hospital
 St. Barnabas Healthcare System
 St. Clare's Health Services
 Warren Hospital

New York
 Albany Medical Center Hospital
 Bon Secours Community Hospital of Port Jervis
 Franciscan Health System of Warwick
 Good Samaritan Hospital of Suffern

Hospital Central Services Cooperative, Inc.

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